

ACADIANA

# REAL PRODUCERS<sup>®</sup>

CONNECTING. ELEVATING. INSPIRING.

**VICTORIA**  
HARGRODER  
EMRICK

**ALSO IN THIS ISSUE:**

**RISING STAR:**

Clare Hensarling

**PARTNER SPOTLIGHT:**

SoCo Title

FAQ:

MARCH 2024



## Your Local CrossCountry Branch

*Owning a home is exciting and rewarding! We're here to make the financing process as easy and enjoyable for you as possible – because it's more than a mortgage, it's the keys to your future!*

*Whether it's your first home, a luxury home or an investment property, a mortgage puts you in position to enjoy all sorts of personal and financial benefits: equity and wealth building, security and stability, pride of ownership and more!*



### NEIGHBORLY HOME LENDING CROSSCOUNTRY MORTGAGE®



#### NEIGHBORLY TEAM CROSSCOUNTRY MORTGAGE®

Lafayette, LA Mortgage Lender  
218 Rue Beauregard, Suite I & J  
Lafayette, LA 70508  
Phone: 337-806-9943  
Email: [austin.shumaker@ccm.com](mailto:austin.shumaker@ccm.com)



PROUDLY SERVING OUR COMMUNITY FOR 22 YEARS  
**WE SET THE STANDARD,  
HIGHER**







337.232.8777



**STANDARD  
TITLE**

**RJ Fonseca & Sadie Shamsie**  
Co Founders

# TABLE OF CONTENTS

	<p><b>06</b> Preferred Partners</p>		<p><b>08</b> Publisher's Note: What Is Real Producers?</p>		<p><b>10</b> Rising Star: Clare Hensarling</p>
	<p><b>14</b> Partner Spotlight: Southern Compass Title Co</p>		<p><b>20</b> FAQ: All About Acadiana Real Producers</p>		<p><b>22</b> Cover Story: Keeping it in the Family</p>



If you are interested in contributing or nominating REALTORS® for certain stories, please email us at [drake.abshire@RealProducersMag.com](mailto:drake.abshire@RealProducersMag.com).

**DISCLAIMER:** Any articles included in this publication and/or opinions expressed therein do not necessarily reflect the views of The N2 Company d/b/a Real Producers but remain solely those of the author(s). The paid advertisements contained within the magazine are not endorsed or recommended by The N2 Company or the publisher. Therefore, neither The N2 Company nor the publisher may be held liable or responsible for business practices of these companies.





**Real Estate Closings**



**Benjamin G. Torian**  
[Torian-Law.com](http://Torian-Law.com)  
 337-534-8300  

GENERATIONS OF  
**EXPERIENCE**





[bradleymoreau.com](http://bradleymoreau.com)

**LAFAYETTE**  
 1318 Camellia Blvd  
 Lafayette, LA 70508  
 337-235-4660

**LAKE CHARLES**  
 1490 Market St, Ste 2  
 Lake Charles, LA 70601  
 337-990-4333

**Smarter Insurance.  
By Design.**

Call us today for the best coverage for your home, car & more.





**Gareth Berry | Agency Owner**  
 Lafayette Office  
 (337) 347-7022  
[garet.berry@goosehead.com](mailto:garet.berry@goosehead.com)



This section has been created to give you easier access when searching for a trusted real estate affiliate. Take a minute to familiarize yourself with the businesses sponsoring your magazine. These local businesses are proud to partner with you and make this magazine possible. Please support these businesses and thank them for supporting the REALTOR® community!

**BUILDER**

Manuel Builders  
(337) 981-5315  
www.manuelbuilders.com

**INSURANCE**

Goosehead Insurance  
Garet Berry  
(337) 504-7714  
www.goosehead.com/  
garet-berry

**MORTGAGE / LENDER**

American South Mortgage  
(985) 447-9890  
www.MyAmSouth.com

Cross Country Mortgage  
(337) 806-9940  
www.ccm.com

Edge Mortgage  
(337) 230-1538  
www.EdgeMortgageLoan.com

**TITLE COMPANY**

AMO Title  
(337) 706-9266  
www.amotitle.com

Bradley Moreau Title  
(337) 990-4333  
www.bradleymoreau.com

Lalande Title  
(337) 446-0790  
www.lalandetitle.com

Southern Compass Title  
(337) 333-7626  
www.SoCoTitle.com

Standard Title  
(337) 232-8777  
www.standardtitle.com

Sure Title  
(337) 451-5959  
www.thesurechoice.com

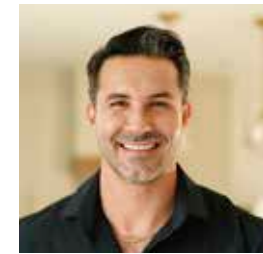
Torian Law  
(337) 534-8300  
www.torian-law.com

Turnkey Title  
www.turnkeytitleand  
escrow.com

Turnkey Title  
www.turnkeytitleand  
escrow.com

**VIDEO PRODUCTION/  
MARKETING/PHOTOGRAPHY**  
GC Brand Films  
(337) 852-6150  
www.gcbrandfilms.com

MEET THE ACADIANA REAL PRODUCERS TEAM



**Drake Abshire**  
*Publisher*



**Blaine Goudeau**



**Erin Goudeau**



**Holly Hebert**  
*Advertising Manager*



**Jordan Iverstine**  
*Staff Journalist*

If you are interested in contributing or nominating REALTORS® for certain stories, please email us at [drake.abshire@RealProducersMag.com](mailto:drake.abshire@RealProducersMag.com)

VIBRANT GREEN SPACES  
INCREASE PROPERTY VALUES

Volunteer or Donate at [ParishProud.org](http://ParishProud.org)



YOUR CLOSING.  
YOUR CHOICE.

"We close when you are available. Not the other way around."



MATTHEW D. ORY



amotitle.com



(337) 706-9AMO

# WHAT IS REAL PRODUCERS?

WELCOME TO ACADIANA REAL PRODUCERS!

PROVIDING A PLATFORM TO CELEBRATE & UNITE THE TOP REAL ESTATE PROFESSIONALS ACROSS ACADIANA!

It's my honor to bring this community to our great state and to celebrate everything that makes you all an outstanding part of the Acadiana Real Estate Community. I look forward to highlighting your accomplishments, encouraging your dreams and recognizing you for your continued excellence in serving your clients.

Real Producers started as a simple idea in 2015 in Indianapolis and has spread across the nation like wildfire. The Real Producers community is now available in 130 locations and is changing the way the real estate community interacts across America. As we embark on this journey, I promise to create platforms to connect this community and forums to recognize and celebrate what makes each one of you iconic. In years to come, I hope to interview every one of you so that I can share your success stories in future issues. I also look forward to celebrating you at our events, providing tools and connections to help you grow your business and representing your passion for this industry that we all share.

Here are some quick facts about Real Producers:

**DISTRIBUTION:** This magazine will arrive in the mailboxes of the TOP 300 agents in Acadiana each month. These 300 agents are determined through compiled MLS residential sales data from 2023. Across our state, we have approximately 16,000 licensees, but if you are receiving a hard copy of the publication, it is because you belong to the elite group of the top 5%.

**CONTENT:** This publication is all about YOU, the Acadiana real estate community. We will be writing personal and unique stories on members of this community, giving you a platform to inspire greatness in others. As we grow, we will continue to add fresh content focused entirely on the top 5% and our Preferred Partners. We have NOTHING to sell to real estate agents as it is absolutely FREE to be featured in this publication. To be featured, the agents must be nominated by a peer, leader or influencer in the Acadiana real estate market. We always encourage nominations and love to hear about agents that are making a huge impact in our market.

**PREFERRED PARTNERS:** Anyone listed as a "Preferred Partner" in the index of this publication will also be a part of this exclusive community. You will see them advertised in every issue, attending our private events and being a part of our online community. We do not cold call businesses off the street to join us, nor do we allow any business that approaches us to be a part. One or many of you have recommended every single one of these Preferred Partners that you see in this publication. Our goal is to give you as many resources as possible to add to your arsenal so that you always remain that trusted referral source to your clients and customers.

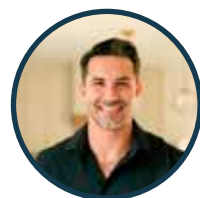
**EVENTS:** Along with our monthly publication, we will be hosting various social and educational events throughout the year. Our goal is to bring the best of the best together while supporting our local communities. And we fully intend to have a good time doing it! We will be communicating information on upcoming events through the publication, monthly emailed newsletter and social media.

**CONTRIBUTION:** If you are interested in contributing, nominating REALTORS for certain features, know of additional top-notch affiliate partners who would be a great fit for our community, or would simply like to learn more, please reach out to me anytime. I look forward to meeting with every one of you in the future. I would also like to give a HUGE THANK YOU to the Preferred Partners who jumped on board with us so that we could bring *Acadiana Real Producers* to life. Also, a huge shout-out to my team that pulled this together without much guidance. You all are incredible and this first issue is dedicated to you!

I appreciate you all and I look forward to seeing you all at our launch party coming soon!

**DRAKE ABSHIRE**

Owner/Publisher  
*Acadiana Real Producers*  
drake.abshire@RealProducersMag.com  
(337) 316-0479



## Call me today for all your mortgage needs

- Purchases & Refinances
- Primary homes, second homes and investment properties
- Licensed in Louisiana, Texas, Florida, and Alabama
- Excellent service and knowledge!



## Chris Bienvenu

📞 (337) 230-1538

📞 (337) 362-4050

✉️ chris@edgemortgageloan.com

🌐 www.Edgemortgageloan.com

📍 120 Rue Beauregard, Ste.110, Lafayette, LA 70508

▶ rising star

# CLARE

HENSARLING



## MY FASCINATION WITH THE DESIGN ASPECT OF HOMES HAS ALWAYS BEEN A DRIVING FORCE



Photography By Ace Sylvester

**1. HOW MANY YEARS HAVE YOU BEEN A REALTOR?**

Since August 2021 (2 and a half years)

**2. WHAT IS YOUR CAREER VOLUME AS A REALTOR? WHAT WAS YOUR TOTAL VOLUME LAST YEAR?**

As a team we had a volume of 31 million this past year in 2023.

**4. WHAT AWARDS HAVE YOU ACHIEVED AS A REALTOR?**

I have achieved the Rising Star award after my first year!

**1. WHEN DID YOU START YOUR CAREER IN REAL ESTATE?**

I embarked on my Real Estate journey in August 2021, fueled by a lifelong love for the industry, instilled in me as I watched my dad navigate property ventures. My fascination with the design aspect of homes has always been a driving force, and the prospect of assisting individuals in discovering their dream homes has continually captivated me. The pivotal moment came during my junior year at LSU when I realized my true calling was to become a realtor. This realization led me to an internship at the Latter and Blum Commercial office in Baton Rouge. While the experience there clarified that commercial real estate wasn't my niche, it unequivocally affirmed my desire to immerse myself in the more interpersonal aspects of real estate. I am passionate about engaging with families and guiding them on the journey to finding their perfect home.

**2. WHAT DID YOU DO BEFORE YOU BECAME A REALTOR?**

Prior to entering real estate, I pursued and successfully earned my degree in Business Marketing from LSU.

**3. WHAT ARE YOU PASSIONATE ABOUT RIGHT NOW IN YOUR BUSINESS?**

My passion lies in the meaningful relationships forged with diverse clients each day. I find immense joy in listening to their unique stories and understanding the motivations behind their moves. Being a pivotal part of their journey to discover a new home is a fulfilling and gratifying experience that I cherish.

**4. WHAT HAS BEEN THE MOST REWARDING PART OF YOUR BUSINESS?**

For me, the heart of my business lies in the profound satisfaction of aiding families as they transition to a new

home or assisting individuals in selling their property. Being a realtor isn't just about transactions; it's about contributing to the positive transformation of their lives. It's incredibly rewarding to play a role in shaping the next chapter for my clients, and knowing that I've made a meaningful impact is what fuels my passion for this profession.

**5. WHAT WAS YOUR BIGGEST CHALLENGE AS A REALTOR?**

From my perspective, one of the most significant challenges in real estate revolves around the constant ebb and flow of the market. The unpredictable nature of market fluctuations poses a constant challenge, requiring us to stay agile and adapt to ever-changing conditions. Navigating through varying demand, supply, and pricing dynamics demands a keen understanding of market trends and the ability to strategize effectively. It's a dynamic landscape that adds an element of complexity to every transaction, making it essential for us to stay informed and responsive to the shifting currents of the real estate market.

**6. HOW DOES REAL ESTATE FIT INTO YOUR DREAMS AND GOALS?**

Facilitating the journey for families to find their dream homes and helping individuals navigate the process of selling their properties aligns perfectly with my passion for making a positive impact on people's lives. My goal is not only to succeed in the industry but also to create meaningful connections and contribute to the stories of those I assist. Real estate becomes a vehicle through which I can achieve both professional success and personal fulfillment, turning my aspirations into a reality while playing a pivotal role in the important life transitions of my clients.



“ REAL ESTATE BECOMES A VEHICLE THROUGH WHICH I CAN ACHIEVE BOTH PROFESSIONAL SUCCESS & PERSONAL FULFILLMENT.

**7. WHAT'S YOUR FAVORITE PART OF BEING A REALTOR?**

My favorite aspect of being a realtor extends beyond transactions and properties; it's the invaluable relationships I build along the way. Connecting with clients on a personal level, understanding their unique stories, and being a part of their journey to find or sell a home is incredibly fulfilling. Also, collaborating with others in the industry, sharing insights, and navigating challenges together not only enhances my own growth but also fosters a sense of community. Building strong relationships with clients and colleagues alike is at the heart of what makes being a realtor not just a profession but a rewarding and interconnected experience.

**8. DEFINE SUCCESS.**

Success as a realtor, for me, is not just measured in monetary terms, although financial achievements are significant. True success lies in the depth and quality of relationships forged with clients and colleagues. It's about creating lasting connections, being a trusted guide in their real estate journey, and contributing positively to their lives. While financial success is a tangible marker, the fulfillment derived from the meaningful relationships established is the essence of my achievement as a realtor.

**9. TELL US ABOUT YOUR FAMILY.**

I come from a vibrant family of five, born and raised in Lafayette, LA. Our hometown is not just a place; it's a cherished part of our family's history, with both my parents having deep roots here. Our family leader and oldest brother, Richard, is a 30-year-old Marine Corps member dedicated to serving our country. Matthew, the

second sibling, has found his stride in the city of New York, working for a marketing firm, and relishing the urban lifestyle. Next in line is me, passionate about real estate, followed by Camille, a successful commercial real estate agent here in Lafayette. She not only excels in her career but also strives to bring happiness to others! Catherine, the youngest, is currently immersed in her junior year at LSU, studying Finance. My family is the driving force behind my success and motivation. Our parents, deeply involved in homes and real estate, have been significant inspirations. My mom, the proud owner of Window Impressions since 1993, adds her touch to homes with a wide array of window treatments. Together, they've instilled in me a love for family, home, and the pursuit of meaningful careers.

**10. FAVORITE BOOKS?**

Atomic Habits and The Eucharist, these are my current favorite books, each offering a unique perspective on different aspects of my life. "Atomic Habits" is a guide to mastering the art of business and optimizing time management through the lens of habit formation. It's a practical and insightful read for anyone looking to enhance productivity and efficiency. On a more spiritual note, there's "The Eucharist." This book goes beyond the practicalities of daily life, providing a source of peace and fostering a deeper connection with God. Together, these books represent my commitment to both personal and professional growth, addressing the practicalities of business alongside my spiritual beliefs.

**11. ARE THERE ANY CHARITIES OR ORGANIZATIONS YOU SUPPORT?**

I engage in charitable actions by volunteering at St. Joseph's Diner, demonstrating a hands-on commitment to supporting those in need within the community. Additionally, I consistently contribute to my church by making weekly donations!

**12. WHAT ARE YOUR HOBBIES AND INTERESTS OUTSIDE OF THE BUSINESS?**

Beyond my business hustle, I find joy in starting my days with Pilates – it's my morning pick-me-up! When the world slows down a bit, you'll likely find me lost in the pages of a good book. I love to experiment with Pinterest-inspired meals as well! These hobbies add some extra fun into my daily routine!

**13. GIVEN YOUR STATUS AND EXPERTISE, WHAT IS SOME ADVICE YOU WOULD GIVE THE UP-AND-COMING TOP PRODUCER?**

For any aspiring top producer in real estate, my advice would be to never give up on something you genuinely love and are passionate about! In this field, find the fun in real estate, relish the joy of building relationships, and wholeheartedly care for your clients. Strive to provide them with the absolute best real estate experience possible. Remember, it's not just a job – it's a journey filled with excitement, meaningful connections, and the satisfaction of making a positive impact on people's lives.

**14. IN CLOSING, IS THERE ANYTHING ELSE YOU WOULD LIKE TO COMMUNICATE USING THIS ACADIANA REAL PRODUCER PLATFORM?**

As a Realtor featured in this magazine, I extend my heartfelt gratitude for the opportunity to share my passion for real estate with you. Your trust means the world to me. Whether you're embarking on a home-buying journey or considering selling, I am here to turn your real estate dreams into reality. Let's start this exciting chapter together – because home is where the heart is, and I'm dedicated to helping you find yours.

# SOUTHERN COMPASS

▶▶ partner spotlight

TITLE CO.

By Jordan Iverstine  
Photos by Ace Sylvester

FEELING AT HOME WHILE BUYING A HOME



In November of 2023, while most people were thinking of the approaching holidays and gathering with their families, Mitzi Mayeux and Peter Marshall were anticipating something a little different. For the two business partners, November meant the opening of their brand-new real estate title company, a culmination of ten years of partnership, patience, and perseverance in the ever-evolving real estate industry. In 2014, the two met while working together at the same title company and quickly became a dynamic duo. During this period, they dreamed of starting something together as business partners, though Marshall was less sure of leaving the consistency and comfort of working for an established company. Marshall relates, “I’m more cautious. Mitzi is the risk taker. I needed a ‘golden ticket’ opportunity to be convinced we could do it on our own”.

Mayeux found just that. For the next five years, the two were successful with a title franchise in Lafayette and Lake Charles, gaining loyal clients and experiences that would one day give them the courage to start their own venture. Realizing they could finally do it on their own, the now co-owners launched Southern Compass Title Co., a decade-long dream finally made into reality. No longer working under another firm or franchise, Mayeux and Marshall suddenly found themselves capable of complete creative freedom, running their business in a way that they knew would benefit the people of Acadiana.

#### THE DYNAMIC DUO

Though the company is young, it is built on a solid foundation of partnership. Marshall relates that they are very unlikely best friends because, as Mayeux emphasizes, “You couldn’t find two more opposite people”. Mayeux presents herself as the company’s drive, using the passion of her big dreams to fuel the company’s direction. As the one who starts the fire, she finds a perfect balance with Marshall, who tends to the fire and keeps it from setting everything ablaze. He describes himself as the methodical and logical voice in the room, helping their dreams to grow and flourish under his detail-oriented gaze. Marshall emphasizes that it is this diversity that allows them to be so strong and successful. “Some of our clients will have more in common with Mitzi, and some will have more in common with me. Between the two of us,” Marshall states fondly, “we cover much

more ground than we would on our own and can connect with many more people”.

The support of Southern Compass Title Co. does not end with its two owners. Under their captaining, their business sails smoothly due to the efforts of their star-studded crew. Mayeux and Marshall truly believe that they have the best staff in the business, and understand that when great people surround you, you tend to want to achieve great things. Marshall muses, “Watching [Mitzi] be very successful, intelligent, and good at what she does is very motivating. It inspires me to match her drive and be as good as I can be.”. Through this wonderful partnership, backed by the strength of staff they trust and spouses that support them, Southern Compass Title Co. is hopeful for a successful future as they move into their first year together.

#### SIGN. SEAL. CELEBRATE!

One of the reasons that Mayeux and Marshall wanted to strike out on their own was for the freedom to create a brand that could take real estate to the next level. In their opinion, closing on a house should be an event, something that reflects the magnitude of accomplishing one of life’s greatest and most challenging milestones. “Every day that we go into the office is a wonderful day because we get to help people make their dreams come true. Unlike other areas of law,” Marshall muses,





“our daily routine involves celebrating people purchasing their dream homes and helping them feel celebrated.” The company is founded on a desire to help its clients feel luxurious and pampered while navigating an exciting decision in their lives. From the beginning of the negotiation to the final signature, the two owners make it their number one priority to make the process fun.

This is also the mindset that has motivated Mayeux and Marshall to make their office as beautiful as possible.

“  
EVERY DAY THAT  
WE GO INTO THE  
OFFICE IS A  
WONDERFUL DAY  
BECAUSE WE GET  
TO HELP PEOPLE  
MAKE THEIR DREAMS  
COME TRUE.



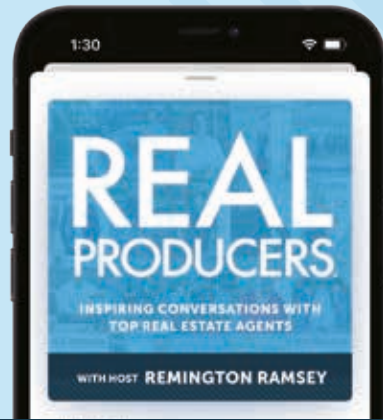
“Our jewel of an office, located on the Vermillion River,” Mayeux notes, “combines the elegance of luxury with the hospitality that the South is known for”. While So Co Title was in the development phase, the two partners subscribed to the idea that if they wanted their clients to feel special, then they would have to be surrounded by an office that breathed elegance. Unlike other “stuffy” title offices, Mayeux and Marshall went the extra mile to make sure their business exuded the vibrance that has now given way to their motto: “Sign. Seal. Celebrate!”

When in the beginning phase of starting on their own, Marshall was asked where he saw their partnership leading in ten years. “Ten years ago,” Marshall reflects, “if you had asked me where I’d like to be, there’s no other place I’d rather be than right here, right now, with all of you, opening up this business.” Mayeux and Marshall continue to work hard to ensure that Southern Compass Title Co. serves the people of Acadiana for many years to come.



REAL PRODUCERS. PODCAST

# Inspiring conversations with the nation's top real estate agents.



Same Brand, New Reach – Tune in for free today



podcast.realproducersmag.com



## Make The **SURE** Choice

Your Acadiana Title & Closing  
Attorney, Maria L. Pitre

"We want our community  
to benefit from the great care  
we take in handling their real  
estate transactions."

"No matter the monetary value of the property, it is our mission to provide the best customer service and thorough job performance, for each client's dream is priceless."  
- Sure Title & Abstract, Inc.

It is YOUR choice when choosing your closing and title attorney, so make THE SURE CHOICE...

Choose SURE Title & Abstract, Inc.



337-451-5959 | www.thesurechoice.com  
3118 W. Pinhook Rd, Suite 200A  
Lafayette, LA 70508



ALTA BEST PRACTICES CERTIFIED



» what is this thing?

## WELCOME TO THE ACADIANA REAL PRODUCERS COMMUNITY!

### What is Acadiana Real Producers?

This magazine may be completely new to you, but I've been working on this launch for several months and I firmly believe in the mission of this publication. Real Producers is in over 130 markets across the U.S., where each city has its own version of Real Producers. I'm very excited to bring this magazine to our Acadiana real estate market!

If we haven't met, you might be wondering, "What is *Acadiana Real Producers*, and why am I receiving this magazine?"

It's simple. You've earned it!

You are one of the top 300 REALTORS® in Acadiana by dollar sales volume, and only the top 300 will receive this for free every month moving forward.

If you are holding this magazine in your hand, you should be incredibly proud!

- You can't buy this magazine.
- You can't pay to be featured in this magazine.
- You can't pay to attend our social events.

You must be nominated to be featured in this magazine and you must fall within the top 300 in the Acadiana area.

This magazine will be a vehicle to highlight all the top-producing agents across Acadiana to share what makes them so special.

### What does this magazine mean to the REALTOR®?

It is a badge of honor to be receiving this magazine out of the thousands of agents in our area. We want to validate your business and achievements! There are so many incredible real estate agents who don't get the opportunity to be in the spotlight as they should. We will celebrate our local legends, industry icons and rising stars each month and all the success they've created.

### What does this magazine mean to our Preferred Partners?

Our partners hold a special piece to this puzzle since their partnership helps support our monthly publication. Without them, we wouldn't be able to feature our top agents or host our social events. Each business in our magazine has been vetted and personally referred to *Acadiana Real Producers*, so you can trust they're doing good work! If you are looking for a great business to try or to use, I strongly suggest our preferred partners.

### What content will be featured each month?

- Cover Story
- Rising Star
- Industry Icons
- Partner Spotlight featuring a Preferred Partner
- Social event recaps
- Other content will be added as we continue to grow our publication



# ALL ABOUT ▶▶faq ACADIANA REAL PRODUCERS



REAL PRODUCERS MAGAZINE STARTED IN INDIANAPOLIS IN 2015 AND IS NOW IN OVER 130 MARKETS ACROSS THE NATION AND CONTINUES TO SPREAD RAPIDLY.

### Q: WHO RECEIVES Real Producers MAGAZINES?

A: The top 300+ real estate agents across Acadiana.

### Q: WHAT IS THE GOAL OF THIS MAGAZINE?

A: We believe that we are better together. When we surround ourselves with other

successful, like-minded people, we grow to new heights. Real Producers is a platform that brings together the most elite individuals in Acadiana's real estate industry.

We take the top 300 real estate agents and RP-vetted businesses in every market,

and we build an exclusive community around that group. We share their stories, successes, market trends, and upcoming events — really, anything that will connect, inform and inspire, we put in our monthly publication.

### Q: DOES Real Producers HAVE EVENTS?

A: Yes! We will have specific networking events throughout the year.

### Q: WHAT IS THE PROCESS FOR BEING FEATURED IN THIS MAGAZINE?

A: It's really simple. You have to be on the top 300 list, and we take nominations seriously. You can nominate other real estate agents, businesses, brokers, owners or even yourself! Office leaders can also nominate real estate agents. We will consider anyone brought to our attention who is in the top 300 because we don't know everyone's story, so we need your help to learn about them. We cannot guarantee a feature, but we encourage you to meet with one of our team members, support Real Producers and attend our private events to increase your chances.

To submit a nomination, please send us an email!

### Q: WHAT DOES IT COST A REAL ESTATE AGENT/TEAM TO BE FEATURED?

A: Zero, zilch, zippo, nada, nil. It costs nothing to agents, so nominate away! We are not a pay-to-play model. We share Real stories of Real Producers.

### Q: WHO ARE THE RP-VETTED BUSINESSES?

A: They are one of the best businesses in Acadiana in their category, and you can find them listed in our index! We don't just find these businesses off the street, nor do we work with all businesses that approach us. Many of the top agents have recommended every single business you see in this publication. We will not even meet with a business that has not been vetted by one of you and "stamped for approval," in a sense. Our team will further vet every business to make sure they are a good fit and bring value to our community. Our goal is to create a powerhouse network, not only for the best real estate agents in the area but the best businesses so we can grow stronger together.

### Q: HOW CAN I RECOMMEND A BUSINESS?

A: If you want to recommend a business that works with top real estate agents, please email or message us!

Email: [Drake.Abshire@realproducersmag.com](mailto:Drake.Abshire@realproducersmag.com)



## Just Good Service

At Turnkey Title, we provide escrow services, title insurance, and settlement services to the Acadiana real estate community, while giving clients exceptional service and expertise.



1227 Camellia Blvd, Lafayette, LA  
337.326.4830



See real world results of video marketing



## Elevate Your Real Estate Brand

Our Services:

- Brand Films
- Social Media Content
- Video Marketing Strategies
- Scriptwriting & Story Development

We craft compelling narratives that captivate, educate, and convert. Let us script your success and turn your brand vision into a cinematic reality.

### Start Your Legacy Today

Discover full-spectrum content creation services tailored to your brand's needs.

337-852-6150

[www.gcbrandfilms.com](http://www.gcbrandfilms.com)



▶▶ cover story

# FAMILY

## KEEPING IT IN THE

By Jordan Iverstine • Photos by Ace Sylvester

If you're from Louisiana, you know that traveling through the state isn't quite like driving anywhere else. While you may get small towns and wooded stretches elsewhere, Louisiana is unique in its mix of passing swamps, sugar cane fields, and flat ground as far as the eye can see. As a real estate agent, Victoria Hargroder Emrick explores these southern sights daily as she travels from property to property. Growing up in Ascension Parish on a large horse farm, Emrick still thinks fondly of her childhood that was full of open fields and rolling Louisiana skies. Though she's now based in Lafayette with a multimillion-dollar sales record, she still pulls from these experiences when showing listings, like farms, to her clients.

Emrick's path to real estate was a sinuous one, as she did not set out with the intention of becoming an agent. After graduating high school, she pursued photography at the Savannah College of Art and Design. "I always wanted to do something artsy, so real estate was not on my radar at all," Emrick relates. After becoming homesick, her father convinced her to move home and pursue certification in real estate. At nineteen,

she was licensed in Louisiana, then immediately moved to Florida, where she would live with her parents for the next five years. "I got licensed in Florida when I was twenty and then met my future husband, Shelby, who was stationed with the Marines in Destin," Emrick recalls. After getting married in 2016, Emrick's new husband was stationed in San Diego, so she decided to move back to Louisiana and build her career while he was in training and deployed. Then, in 2019, the two settled down in Lafayette to raise a family and grow their flourishing real estate group.

### Family Ties

Even though Emrick is the third of four girls, she is the only one to pursue a career in real estate, following the example of her father. "I joke with my dad saying I'm his only son because I'm the only one to go into the family business," she notes. Emrick relates that even though her father, Dwayne Hargroder, started his professional journey in sales, real estate has always been a passion on the side. When he retired, he decided to go all in with his daughter, and together they

started a real estate brokerage, Hargroder Real Estate Group.

While real estate takes a business mind, one that she inherited from her father, it also needs a helping of



creativity, a side she gets from her mother. “My mom is the creative talent, which is where I get my love of interior design and architecture. To this day she blows me away with her talents,” she remembers fondly. Emrick channels this creativity in her endeavors with real estate, allowing her to fuse the two sides of herself into one career that she loves. She uses her experiences with photography in her videography of the houses she lists, while also using her love of design to make the houses look their best. “I love interior design. It helps to get in touch with that artistic side,” she says. These skills have helped Emrick to become one of the most successful realtors in Acadiana, showing anything from commercial acquisitions and luxury residential properties to waterfront homes in the state of Florida.

#### Working Woman

In 2020, Emrick and her husband welcomed their daughter, Olivia, into the family, and then last year, they added their son, Jackson, to the fold. With two kids and a full-time job, Emrick often lives two lives at once. “Being a mom is the best job in the world, but being a professional woman *and* a mom is hard,”

she admits, sympathizing with a modern-day struggle for many women. Some of the services she prides herself on are her availability for her clients and her tenacity in

closing a sale. Emrick knows that upholding these standards means late nights, early mornings, and changing diapers while on the go.

When schedules won't line up and deadlines are eminent, that's when Emrick's devoted husband helps to fill in the cracks.

“My husband is such a good dad and picks up the pieces when Mom is away showing property or on the phone,” she relates. Together, they have established a routine that allows them to pursue their professional dreams while raising a family. With the help of her assistant, Kelly, Emrick has been able to wipe noses one moment and get signatures the next without the whole operation caving in. “Being a working mom has its challenges, especially when you are a perfectionist! Whether it's green shirt day, or ‘surprise! the kids have the day off of school’ and I have a full day of appointments,” she laughs, “we just figure it out!”

Emrick embodies the power of family and its ability to make the impossible, possible. From her dad who set her on this path, to her husband who helps her to continue, and finally, to the children who make it all worthwhile, Emrick lives the life of

a realtor to the fullest. Looking to the future, all Emrick desires is to continue selling houses, helping people, and living life to the fullest with her family.



“  
BEING A  
WORKING  
MOM HAS ITS  
CHALLENGES,  
ESPECIALLY  
WHEN YOU  
ARE A  
PERFECTIONIST!  
”



# AMERICAN SOUTH MORTGAGE LENDING

“Brokers do it better. American South Mortgage Lending does it best!”

LENDING SOLUTIONS THAT TAKE YOU HOME

Come by our newest American South Mortgage Lending location located in former Sonic headquarters at 1021 Camellia Blvd. in River Ranch Village of Lafayette, Louisiana. Mortgage financing made easy since 1999



Photo from left to right : Hannah Autin, Nathan Braud, Andrea Stoute', Erin Gros, Nicki Scales

office (337) 516-1160 | [myamsouth.com](http://myamsouth.com)

Looking for a seamless closing experience?  
LET'S WORK TOGETHER!

*Lalande Title, LLC is a full service real estate closing company offering title insurance, escrow and closing services pertaining to the purchase of residential and commercial properties. At Lalande Title, LLC, excellence interwoven with trust and engaging personable service is more than just a lofty intention, it's our way of life.*

**We offer you closings made simple.**

*Angela Lalande*

OWNER/ATTORNEY

[angela@lalandetitle.com](mailto:angela@lalandetitle.com)

337-446-0790

[www.lalandetitle.com](http://www.lalandetitle.com)

Youngsville | Lafayette | Baton Rouge



MANUEL BUILDERS

*New Communities coming THIS YEAR!*

Whether you bring us a client who wants to build on their own lot or purchase a home in one of our communities...  
**YOU GET PAID!**

1st Manuel Builders Home:

**2.5% Commission**

2nd Manuel Builders Home:

**2.5% Commission + \$1,000**

3rd Manuel Builders Home:

**3.5% Commission**



Give us a call to learn more or schedule a showing today!

**337-243-0327**

[www.manuelbuilders.com](http://www.manuelbuilders.com)



**20** YEARS OF  
THE N2 COMPANY



**Mitzi Mayeux**  
Attorney at Law

**Peter Marshall**  
Attorney at Law

COMPASS

SOUTHERN



TITLE CO.

## **SIGN. SEAL. CELEBRATE!**

### **LOCATIONS:**

251 La Rue France  
Lafayette, LA 70508  
337-333-SOCO

2002 W Walnut Street  
Lake Charles, LA 70601  
337-240-SOCO

5448 Province Place Suite C  
Alexandria, LA 71303  
318-727-SOCO

145 W. Main St Suite C  
New Iberia, LA 70560  
337-333-SOCO

**[Info@SoCoTitle.com](mailto:Info@SoCoTitle.com) | [www.SoCoTitle.com](http://www.SoCoTitle.com)**